

# DoMORE<sup>®</sup>

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## TRUDEAU CONSTRUCTION BUILDS WITH DOOSAN



**FIRST DD100  
DOZER DELIVERED**

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# DoMORE®

Winter 2023 / Vol. 13, No. 1

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# DOOSAN®



# PENNSYLVANIA CONTRACTOR RECEIVES FIRST DD100 DOZER IN NORTH AMERICA

The first Doosan® dozer, the 9-metric-ton DD100, was delivered from South Korea to North America in June of 2022. Rob Ratoskey and Ray Trainor, co-owners of Ratoskey & Trainor Inc., an excavation and recycling company based in Pennsylvania, received the first Doosan dozer and immediately put it to work spreading topsoil and millings.

Built specifically for the North American market, the 122-hp DD100 dozer was the first to be produced through the collaboration of multiple departments at Doosan, including development analysis, market research, competitive benchmarking, validation and pilot vehicle assembly. In addition, purchasing and quality teams investigated parts supply while production teams completed the first production dozer model.

## UNMATCHED POWER

The new machine is at the top of its class for operating weight and horsepower. The new owners have already discovered its powerful pushing performance, excellent fuel efficiency and all-day operator comfort. It's built for the most demanding conditions and features a dual/single flange-type roller with several track guard options.

"It had plenty of power," Ray says. "We were able to push material up a hill and the blade held it well. You can very easily, with the roll of your thumb, adjust the speed and idle functions of the machine."

“

**IT HAD PLENTY OF POWER.  
WE WERE ABLE TO PUSH  
MATERIAL UP A HILL AND  
THE BLADE HELD IT WELL.**

— RAY TRAINOR / Ratoskey & Trainor Inc.

”

## OPTIMAL VISIBILITY

One of the biggest advantages of the DD100 dozer is the visibility to the machine's blade.

"Visibility is the name of the game," Ray says. "In smaller machines, when you're doing roadways and putting stone on grade, you've got to see what you're doing, and the visibility in the Doosan dozer is good."

For further visibility and safety, a standard rearview camera — an option on competitor dozers — helps give an additional view of the surroundings.

"I really like the idea when you're backing up, it has a backup camera on the screen," Rob says. "It makes it really safe to be able to go backwards and not have to constantly turn around or rely on the mirrors."

## ADVANCED TECHNOLOGIES

Designed with operators in mind, the DD100 features the 8-inch Smart Touch display, giving operators complete control from a convenient, easy-to-read touch screen. It also offers advanced technologies, like the optional 2D grading

system and 3D machine guidance and machine control, which deliver more precision to help operators meet exacting jobsite specifications.

"There's a lot of technology in this machine," Rob says. "There are a lot of extra buttons that make life a little bit easier. One button that just shakes the blade off at the end and other buttons that can adjust grade up or down, so you don't always have to go by your own feel. The machine can actually do some of [the work] for you."



*Want to learn more about  
how the machine performed?  
Scan the code to see the new  
dozer in action.*



# NEXT-GENERATION -7 SERIES DOOSAN WHEEL EXCAVATORS ARE HERE

## NEW DOOSAN WHEEL EXCAVATORS DELIVER ENHANCED DIGGING PERFORMANCE AND MORE MANEUVERABILITY

Doosan has introduced its next-generation -7 Series wheel excavators: the DX140W-7, DX190W-7 and DX210W-7. Each machine is equipped with a balance of power and fuel efficiency to keep operators working productively.

Designed for demanding tasks, the three new Doosan® -7 Series wheel excavators deliver powerful digging and maneuverability when working on bridges and roadways or in urban areas. Each machine is equipped with a balance of power and fuel efficiency, with best-in-class comfort features, intelligent controls and smart machine functionality, to help operators take on their toughest jobsite challenges.

### WHEEL EXCAVATOR MODELS

- DX140W-7 *NEW*
- DX190W-7 *NEW*
- DX210W-7 *NEW*

The -7 Series wheel excavators replace the -5 Series models in the Doosan excavator lineup.

### VERSATILITY

- + Fine swing function that reduces shock from excavator swing starts and stops to help with operator accuracy
- + Optional 360-degree all-around view monitoring (AVM) system
- + Optional load isolation system to reduce attachment and machine bouncing on uneven surfaces



## DOOSAN INTRODUCES ITS MIGHTIEST MINI EXCAVATOR

Doosan evolves its compact equipment offering with a stronger machine, the DX89R-7. This next-generation -7 Series Doosan® mini excavator is now available in the United States and Canada.

The new DX89R-7 replaces the DX85R-3 and packs many of its predecessor's features with enhancements such as greater lifting capacity and more horsepower. This nimble machine is equipped with a family of products, including a Doosan engine and diagnostics tool. The mini excavator boasts a reduced tail swing feature, permitting more power in cramped, congested worksites. DoosanCONNECT® Telematics is standard for the new DX89R-7 excavator.



### TELEMATICS

- + DoosanCONNECT® Telematics standard on all -7 Series models
- + User-friendly mobile app and website

### COMFORT

- + Bluetooth® wireless technology
- + Enclosed cab with automotive-style heating and air conditioning
- + Heated seat
- + Reduced noise and vibration
- + 8-inch multilingual Smart Touch screen



### PERFORMANCE

- + Modular design that allows operators to easily configure undercarriage to level, backfill material or stabilize the machine when digging
- + One-touch power boost feature
- + Smart Power Control (SPC) to improve efficiency

VISIT [NA.DOOSANEQUIPMENT.COM/-7WHEEL](http://NA.DOOSANEQUIPMENT.COM/-7WHEEL) FOR MORE DETAILS ABOUT THE NEW -7 SERIES WHEEL EXCAVATORS.

Features vary by model. See model specifications for details at [na.DoosanEquipment.com](http://na.DoosanEquipment.com)





## COMPANY INFORMATION

**Business:** Bear in the Bush,  
Griffin and Sons Excavating

**In business since:** 2011

**Location:** North Fayston, Vermont

**Doosan equipment:** DL220-7 wheel loader

**Doosan dealer:** G. Stone Commercial

# VERMONT FAMILY BUSINESS BUILDS COMMUNITY WITH DOOSAN EQUIPMENT

Working with heavy equipment has been his family's business since Chris Griffin was a child. Now Chris is sharing his experiences with his own growing family.

"I've been around excavating my whole life with my grandparents," Chris says. "We do site work, clearing, logging, anything that has to do with dirt."

Chris Griffin is the owner of two companies: Bear in the Bush and Griffin and Sons Excavating. The North Fayston, Vermont, companies are well-respected in their community. Griffin and Sons builds roads, foundations, new homes and sewers. Bear in the Bush does property maintenance such as snow removal during winter for a mix of residential and commercial customers.

### ENTREPRENEURIAL SPIRIT

Why does Chris own two companies?  
He couldn't wait to get started and began

his shop in 2011. Bear in the Bush began while Chris was working for another contractor. At the time, it was barely an idea in his head. But when a friend happened to be out of work, Chris bought equipment and hired his friend to fire up Bear in the Bush. Later he inherited Griffin and Griffin from his grandfather and changed the name to Griffin and Sons Excavating.

"Our family's always done construction work and it's a good job," he says. "It's a lot of fun. You get to work outside, take a lot of pride in your work."

Chris hopes that his children will follow in the family business. He has two boys — Michael and Jay — and they go to work with him regularly. Chris is a fervent believer in family-oriented business. He treats everyone like family; like he wants to be treated.

— “

**IT'S A GREAT LOADER.  
IT'S GOT GOOD VISIBILITY.  
IT'S VERY COMFORTABLE  
TO SIT IN FOR A LONG  
TIME. IT'S GOT GOOD  
POWER ... IT'S GOT  
GOOD TRACTION ...**

— **CHRIS GRIFFIN /**  
Griffin and Sons Excavating

— ”





Chris Griffin of Griffin and Sons Excavating

"The guys that work for me, I want them to come to me with problems ... and not be afraid to talk to me," he says. "I try to keep it small: like a family."

#### DEVOTED DEALER

A contractor is only as good as the local dealer, and Chris Griffin is in good hands. He is backed by another family-run business: G. Stone Commercial in Middlebury, Vermont. That dealership grew from a single, small garage to a two-division shop thanks to elbow grease and ongoing determination.

Contractors like Chris depend on dealerships for equipment, parts and service and general advice. So finding a reliable dealership like G. Stone Commercial is critical to business success.

"I had a code come up on a wheel loader one weekend, and I had to call the dealer.

*continued on page 8*





"It happened on a Saturday and they called me back on Sunday," Chris explains. "I'd strongly recommend G. Stone Commercial. They treat people right. It's a great place to do business. It's great to deal with people like that."

#### WINTER BRINGS 100 INCHES OF SNOW

G. Stone Commercial introduced Chris to the Doosan® construction equipment brand. His most recent Doosan purchase, a DL220-7 wheel loader, has impressed Chris with its cold-weather capability.

"It performs well in the cold," Chris says. "I haven't had any problems with it. It's a great loader. It's got good visibility. It's very

comfortable to sit in for a long time. It's got good power and it's good on fuel. It's got good traction."

Chris pairs the Doosan wheel loader with a 12-foot snow pusher attachment to plow large parking lots. He will also switch attachments to a bucket and pile the snow higher. The region where Chris works regularly receives more than 100 inches of snow.

This next-generation wheel loader is the latest in the Doosan -7 Series lineup. The 160 hp wheel loader is built with a standard Z-bar lift-arm linkage system, which is ideal for digging, heavy lifting and general

construction tasks. It's an ideal all-around, versatile machine, which is exactly what Chris needs for year-round success.



Witness the Doosan DL220-7 wheel loader at work. Visit [na.DoosanEquipment.com/Griffin](http://na.DoosanEquipment.com/Griffin)

#### CLEARING SNOW AT NIGHT

Visibility is key for Chris Griffin and his operators when they are clearing snow at night. For some of their snow removal jobs, the work starts as early as 1 a.m. and continues throughout the night. The new Doosan® DL220-7 wheel loader has unmatched visibility with full cab windows, LED lights and a standard rearview camera.







# RURAL DEVELOPMENT REQUIRES VERSATILE EQUIPMENT, ATTACHMENTS

## COMPANY INFORMATION

**Business:** Trudeau Construction

**In business since:** 2017

**Location:** Tupper Lake, New York

**Doosan equipment:** DX35-5 and DX85R-3 mini excavators; DX140LCR-5 crawler excavator; DX300LL-5 road builder; DL250-5, DL280-7 (2), DL320-7 wheel loaders; DA30 ADT

**Doosan dealer:** Equipment Rentals Inc.



Josh Trudeau of Trudeau Construction

Josh Trudeau previously worked in a municipal job before he decided to start a construction company. Since making the entrepreneurial leap, he's successfully landed numerous

projects and his business stays busy year-round thanks to versatile machines and attachments.

His general contracting firm is based in Tupper Lake, New York, approximately 150 miles north of Albany, nestled in the Adirondack foothills. Although it's a relatively small community, there's plenty of work to keep his operators busy.

"We do development, right-of-way clearing and excavation: residential mostly," Josh says.

## ENTER DOOSAN

Prior to owning Doosan® equipment, Josh was unfamiliar with the brand. Now his company is the first in the area to own Doosan machines,

and he couldn't be more pleased with the level of support from his local dealer: Equipment Rentals Inc.

"I was working on a deal at another dealership on a different brand," Josh says. "Vic Natali from Equipment Rentals showed up at the garage, hot and ready to work, and I told him what I wanted. He was aggressive, got the job done and made it happen."

Online research was part of Josh's decision when considering the Doosan brand. He visited the Doosan website, social media channels and "any places we could find information about them."

*continued on page 10*



At the site of a new residential community being built near Tupper Lake, Josh and his employees use a variety of Doosan® machines to prepare the area for development.



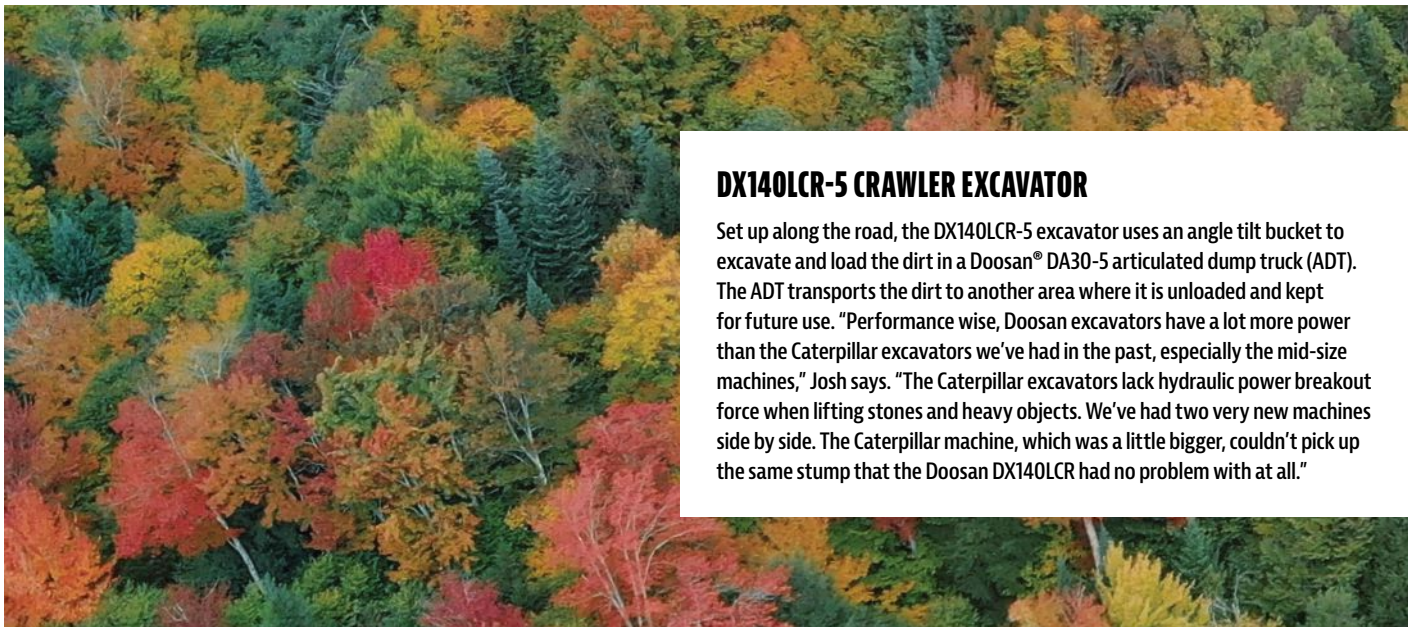
### **DL280-7 WHEEL LOADER**

At a staging area, the Doosan® DL280-7 wheel loader lifts, carries and loads materials that will eventually be used in the development of the new community. In addition, Josh uses Doosan wheel loaders to feed the company's screening plants to get road sand ready for the busy snow removal season. The area regularly receives more than 100 inches of snow.



### **DX380LL-5 ROAD BUILDER**

A Doosan road builder lifts landscaping boulders with a bucket and thumb combination. "We do road right of ways and build new roads; and being in swampy muddy areas, the road builder helps us keep our traction," Josh says. "The machine gives us a lot more weight, and we can pull stumps without getting light in the tail end."



### **DX140LCR-5 CRAWLER EXCAVATOR**

Set up along the road, the DX140LCR-5 excavator uses an angle tilt bucket to excavate and load the dirt in a Doosan® DA30-5 articulated dump truck (ADT). The ADT transports the dirt to another area where it is unloaded and kept for future use. "Performance wise, Doosan excavators have a lot more power than the Caterpillar excavators we've had in the past, especially the mid-size machines," Josh says. "The Caterpillar excavators lack hydraulic power breakout force when lifting stones and heavy objects. We've had two very new machines side by side. The Caterpillar machine, which was a little bigger, couldn't pick up the same stump that the Doosan DX140LCR had no problem with at all."



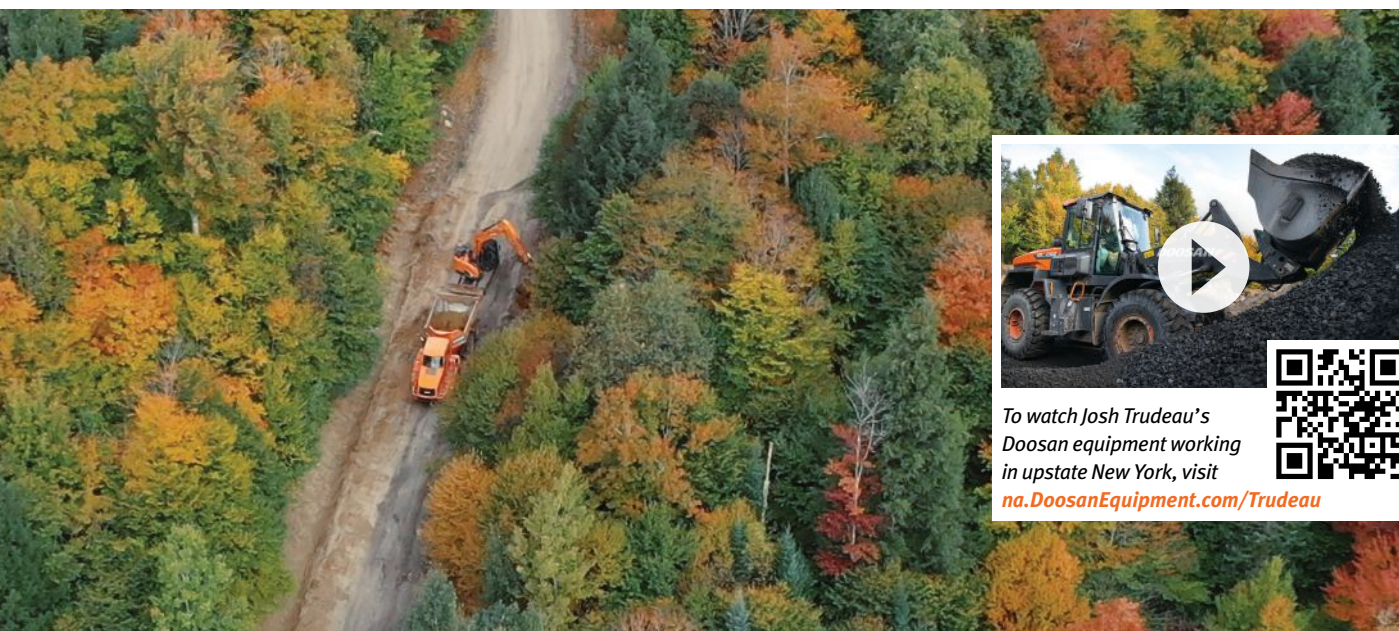


## DX35-5 MINI EXCAVATOR

Lifting and moving logs is no problem for the Doosan DX35-5 mini excavator paired with a bucket and thumb. "We use the DX35-5 a lot for feeding our small chipper. We also have a lot of residential work close to houses and buildings," Josh says. "We use that where we can't fit our bigger machines."

## DX85R-3 MINI EXCAVATOR

Clearing roadside growth is a snap with a Doosan DX85R-3 mini excavator and a flail mower. "We have quick couplers on all of our machines because our machines are all very versatile, and we're jumping from road building to ditching and using several other attachments like mowers," he says. "We have to be able to use one machine on several different jobsites."



To watch Josh Trudeau's Doosan equipment working in upstate New York, visit [na.DoosanEquipment.com/Trudeau](http://na.DoosanEquipment.com/Trudeau)





# GEORGIA PORT EX CREATES NEW OPP



*Pictured left to right: Will, Wendell "Doys" and Owen O' Steen of Atlantic Contracting Solutions*

On the morning of a crisp February workday, Wendell "Doys" O'Steen and his two sons dug trenches and moved pipes at the site of a new warehouse being built outside of Savannah, Georgia.

Doys is no stranger to the construction industry. As soon as he graduated college with a civil engineering degree, he started his career in construction. He has spent the last 15 years doing utility work.

Two years ago, he founded Atlantic Contracting Solutions with plans to pass it along to his sons when he's ready to retire.





# EXPANSION OPPORTUNITIES

## COMPANY INFORMATION

**Business:** Atlantic Contracting Solutions

**In business since:** 2020

**Location:** Savannah, Georgia

**Doosan equipment:** DL250-7 wheel loader; DX255LC-5 crawler excavator; DX50Z-7 mini excavator

**Doosan dealer:** Dynamic Equipment

"We're a utility contractor," Doys says. "We do water, sewer, storm and underground piping from the Savannah metro area down to Brunswick, Georgia."

### BUILDING WAREHOUSES

Ever since the Port of Savannah expanded, the need for warehouses in the area has grown. That's turned into a boon for Atlantic Contracting Solutions.

Working south of Savannah near Midway, Georgia, Doys and his sons, Owen and Will, installed water, domestic and fire

suppression system lines, as well as the sanitary sewer and storm sewer services at a new warehouse.

"We are relatively close to Savannah here," Doys says. "We have a lot of expansion at the port, and a lot of these warehouses are going up to support the work that they've got going on, receiving materials at the port."

### ENTER DOOSAN

Doys operated many different brands of construction equipment before purchasing his first Doosan® heavy construction equipment.

He heard about the Doosan brand through a friend who had some contacts with Doosan and became interested in the equipment. That led to a conversation with a local sales representative from Dynamic Equipment in Savannah.

"I purchased the first two pieces of equipment without doing a demo, just by taking site visits and looking at how the machines were operating," he says. "We bought a DL250-7 wheel loader and a DX255LC-5 crawler excavator."

*continued on page 14*





## EVERY TIME YOU COME TO THE JOB, YOU'VE GOT NEW CHALLENGES TO OVERCOME.

— WENDELL “DOYS” O’STEEN /  
Atlantic Contracting Solutions



Pairing the Doosan excavator and wheel loader works well for utility work because of the machines’ size and versatility.

“The DL250-7 is easy to transport, and the fuel efficiency of both machines has proven to be very good,” he says. “At the end of the day, it’s about production and keeping your overhead down.”

Doys and his sons keep the wheel loader busy doing a variety of tasks. The machine is equipped with a quick coupler, making it easy for the operator to easily change attachments — from a bucket to a pallet fork. They may be

lifting and carrying pipes with the pallet fork or moving rocks and soil with a bucket.

“The Doosan quick coupler on our wheel loader probably saves us, on average, three hours a day,” he says. “The operations without the quick coupler would really change our production in a negative way.”

### ENHANCED VISIBILITY

After having operated construction equipment for decades, Doys is well-versed in machinery. He’s pleased with the design of the new next-generation Doosan wheel loaders, particularly the visibility from the cab.

“The visibility from your operating location is really good,” he says. “The way that the cab is laid out and the openness: there aren’t really blind spots that you have to be concerned with. You can see all the way around the machine. Along with the backup screens you have, it makes it a real safe machine to operate.”

He goes on to talk about the creature comforts of the -7 Series wheel loader cab.

“With the level of comfort, they’re making these things like cars now,” Doys says. “The cab is sealed well and it’s really quiet. The climate control that’s available in the machines has so far proven to be very comfortable.”

Doys and his sons are particularly fond of the wheel loader controls. Doys says the wheel loader joystick and the buttons that operate the different accessories for the wheel loader have proven to be user friendly.

### ‘PLAYING IN THE DIRT’

One thing is certain: Doys loves what he does.

“I like playing in the dirt,” he says. “Every hole that you dig is different. You have continuous challenges in trying to keep everything safe, keep your men safe, and controlling water, which is something that we have to do here in the South. We have a lot of groundwater. We don’t have rock, but every situation’s a little bit different. Every time you come to the job, you’ve got new challenges to overcome.”



See Atlantic Contracting Solutions’ Doosan equipment in action at

[na.DoosanEquipment.com/Atlantic](http://na.DoosanEquipment.com/Atlantic)



### HANDY ADDITION: DOOSAN MINI EXCAVATOR

After success with larger Doosan® equipment, Doys O’Steen purchased his first Doosan mini excavator: a DX50Z-7. The zero tail swing model is ideal for jobsites where Doys and his sons are operating the machine in confined or tight spaces. A zero tail swing configuration means the operator has less chance of making contact with other objects when rotating the machine’s house.







# BRITT DEMOLITION AND RECYCLING RELIES ON DOOSAN TO COMPLETE TOUGH PROJECTS

## COMPANY INFORMATION

**Business:** Britt Demolition and Recycling Inc.

**In business since:** 1993

**Location:** Hanceville, Alabama

**Doosan equipment:** DX225LC-5, DX300LC-5,  
DX350LC-5, DX420LC-5, DX490LC-5, DX530LC-5  
crawler excavators; DX380LL road builder

**Doosan dealer:** R&M Equipment





*Pictured left to right: Wesley, Melissa and Tommy Britt of Britt Demolition and Recycling Inc.*

For Tommy Britt, the path to a decades-long career in demolition work began more than 40 years ago when a tornado hit his hometown of Cullman, Alabama. The storm damaged a cigar plant, and the owner asked Tommy to take on the demolition work.

Tommy had some equipment for grading and other similar work but didn't have any experience with demolition. Despite that, he did the job and found he enjoyed it. After that, he started doing demolition for the military and became in his words "hooked on demo."

After several years as a military demo contractor, Tommy got his contractor's license in 1993 and began adding civilian jobs to his portfolio. That's also the year he incorporated Britt Demolition and Recycling Inc. Today, civilian commercial and industrial projects are the company's sole focus, and Tommy has built the company into one of Alabama's largest for demolition.

"It's very hard and dangerous work," Tommy says, adding that it's a good fit for someone who loves equipment and likes tearing stuff down.

### A FAMILY BUSINESS

As the company has grown, Britt Demolition and Recycling has become a family business. Two of Tommy's sons work with him; and his daughter, Melissa Britt, is a supervisor who oversees the company's salvage operation. Before the demolition of any building, Melissa and her team — ranging from five to 40 crew members — sort through anything left behind.

"There are always items that get left in buildings," Tommy says. "Melissa goes in and separates the items into whatever we can sell. She salvages the copper, the lead, the electrical components, anything inside the building."

Melissa has been working in the business for about 19 years and in her supervisor role for two years. She has a master's degree in elementary education, but she enjoys working with her hands in the family business now. She remembers as a child being in the dozer with her dad while he worked. Now she sometimes brings her three daughters on jobs.

"From a young age, I've just always been around equipment," Melissa says. "I enjoy being able to lead a crew. You start with a huge structure and then all of a sudden it's grass at the end of it. Then it's on to the next site. It's totally different day in and day out."

### SALVAGE AND RECYCLING

Melissa and her crew go inside first and salvage non-ferrous metal. They use magnets to determine what they will save: copper, brass, aluminum, stainless steel. Anything a magnet doesn't stick to, they pull out, process and send off.

Each crew member is assigned a room to survey. Melissa clears each room once her crew has gone through it. They use some small equipment like mini excavators but do much of the work by hand. The wire stripping and material processing happens, and then everything is boxed up and taken to scrap yards or reused.

"I've come up with different ways of getting it out faster and more efficiently than before," Melissa says. "I have it down to a science almost. Because time is money, and we've got to hurry up and get out so the heavy equipment can come in and start taking down the building."

### A REVITALIZATION PROJECT

On the recent Carraway Methodist Medical Center project completed by Britt Demolition and Recycling, the company was able to recycle about 85% of the material from the facility. Britt's portion of work on the project in Birmingham, Alabama, took about nine months.

The medical facility, which closed in 2008, sat vacant for years. Corporate Realty had a plan for redevelopment and worked with the city to get approval for rezoning the 50-acre site. Britt Demolition and Recycling was chosen to perform the demolition.

"This project was a million square feet of demolition and gutting," Tommy says. "We were tearing down about 650,000 square feet, a complete teardown through the basement. We were responsible for lowering the basements to five feet below grade. On the other 350,000 square feet, we gutted it out to the concrete structure."

While on-site, the Britt crew recycled the concrete with a concrete grinder and used that material to refill the basements and the foundation. Most of the metal from the site will go to scrap yards.





“

**FOR THE DOLLAR-TO-POWER RATIO, YOU CAN'T BEAT DOOSAN MACHINES. THEY'RE VERY STRONG, THEY'RE VERY POWERFUL, AND THEY HAVE A LOT OF ADDED THINGS LIKE REVERSIBLE FANS AND SEPARATE HYDRAULICS AND COOLING SYSTEMS THAT DEMOLITION PEOPLE NEED.**

— **TOMMY BRITT /**  
Britt Demolition and Recycling Inc.

”

#### VERSATILE EQUIPMENT

In addition to the Carraway demolition, the company had six or seven other projects happening at the same time. They had 15 Doosan® excavators in use across the different

projects. The company's fleet has many Doosan excavators to tackle whatever job arises.

“We used Doosan excavators with different attachments, with grapples, magnets, processors, buckets, hammers,” he says. “We have all the different attachments to go on almost each and every machine. Whatever is needed for each and every job, we can interchange the attachments to fit.”

Tommy has been happy with the durability and performance he gets from the Doosan equipment.

“For demolition, the Doosan machines are far superior because their hydraulic radiators are separated from the other radiators, and they don't run as hot with all the dust,” Tommy says. “They have a lot more horsepower, more bucket lift and more torque than any machine we've ever driven. Our operators love them.”

Their most recent purchase, a DX380LL road builder, has a higher undercarriage height to give the machine more ground clearance. “I think it's going to save a lot on maintenance because it's about a foot and a half higher off the ground,” Tommy says. “When we're running over rebar and other items, it's less likely to get in there and rupture something. It's a very good machine for demo.”

#### A STRONG PARTNERSHIP

Britt Demolition and Recycling purchases its Doosan construction equipment from R&M Equipment in Birmingham. Tommy has worked

with R&M for about five years, investing about \$7 million in equipment purchases in that time.

“Their mechanics are well trained,” Tommy says. “They come out and take care of a problem without having to do it two and three times. Or if there's a problem that my mechanics can work out without involving them, they will walk us through it and everything we need to do.”

The bottom line: Doosan equipment helps keep Tommy and his employees running in the demanding world of demolition.

“People like our work because we're on time and we get stuff done. We have the machines needed to do whatever job it takes,” Tommy says. “For the dollar-to-power ratio, you can't beat Doosan machines. They're very strong, they're very powerful, and they have a lot of added things like reversible fans and separate hydraulics and cooling systems that demolition people need.”



Watch this video to see Britt Demolition's Doosan excavators in action on a jobsite.

[na.DoosanEquipment.com/Britt](http://na.DoosanEquipment.com/Britt)







# RECYCLING COMPANY SUCCEEDS WITH MOBILE SERVICES

## COMPANY INFORMATION

**Business:** Asylum Scrap Services

**In business since:** 1995

**Locations:** Marshfield, Wisconsin,  
and Ironwood, Michigan

**Doosan equipment:** DX225MH-5 material  
handler; DX85R-3 mini excavators (2);  
DX180LC-5 crawler excavators (2)

**Doosan dealer:** Swiderski Equipment



*Owner Lisa Larson and Chris Burt of Asylum Scrap Services*

When Lisa Larson got her start in the scrap metal recycling industry, she knew she was entering a primarily male-dominated field; however, that didn't deter her.

She was interested in helping the environment and using recycling to achieve a smaller carbon footprint.

"The opportunity to go into this field happened to present itself when I was in college," Lisa says. "As part of my schooling, I had taken a natural resource class and became interested in our environment and how I could hand down something to the next generation better than we had it. Recycling seemed to fit that particular area of interest for me."

Soon after graduating from the University of Wisconsin Stevens Point, she decided to purchase Asylum Scrap Services in Marshfield, Wisconsin. As owner and president of the

company, she immediately made an impact on the company's marketing as well as establishing more business contacts and customer leads.

"I have to overcome the obstacles of being a woman in a male-dominated industry," Lisa says. "But, I have a great crew that I work with. They do a wonderful job and that helps to alleviate some of the challenges of being a female in my position."

Today, she and Chris Burt, general manager, work together to make sure Asylum Scrap Services successfully assists a variety of customers in and around the Wisconsin area with their recycling needs, specifically



ferrous and non-ferrous scrap metal. Nearly all the metal that arrives at Asylum Scrap Services will be recycled, and Chris and the employees are particular about the material when it arrives in a roll-off or lugger container. They're careful to ensure that the inbound scrap metal isn't dirty or contaminated.

#### NEW RECYCLING REVENUE

Running a scrap metal recycling business is no easy task. In fact, when working with other recyclers and expanding their operation, Asylum Scrap Services discovered that everybody in their industry faced the same issues: It was hard to find good help, equipment was expensive and margins were tight. So five years ago, they decided to look beyond their scrap yard to support other companies — as well as bring in extra revenue — by outsourcing some of their idle machines.

"A lot of times equipment doesn't get full utilization," Chris says. "But, by working with other smaller yards or of equal size to us, we are able to support them with some of our equipment and grow in our mobile services."

This business objective has been a win-win for both Asylum Scrap Services and the other recycling companies in the area.

"If you can co-op your equipment with other smaller yards, and you're moving the machines around, it keeps that equipment busy all the time," Chris says. "It's easier to amortize it, pay for it and everything else. We still have our main yard, but our business model has been geared towards mobile services a lot more in the last five to seven years."

Five mobile shears are kept busy processing metal for the Waupaca Foundry, which is a major source of income for Asylum Scrap Services. When the old material arrives at the recycling company, it's sorted and readied for processing.

"We are able to support some of these other smaller yards because they don't have big volumes," Chris says. "But the cumulative volume between all of those yards is substantial enough that we're able to get a decent-sized contract every month and know that we got a good material flow. And then by

having that contract, we're able to protect those small yards from fluctuations in pricing and the spikes and drops in the markets."

#### DISCOVERING DOOSAN

To handle their volume of ferrous and non-ferrous metal, Asylum Scrap Services relies on a fleet of Doosan® equipment. The company owns two mini excavators and two larger crawler excavators, and recently purchased its first material handler — a Doosan DX225MH-5 with an orange-peel grapple attachment and a 36-inch magnet. Jim Barry at Swiderski Equipment sold the Doosan equipment to Asylum Scrap Services.

"Jim took us to the Real Operation Center (ROC) in Tucson where we were able to operate the Doosan equipment," Chris says. "We ended up buying two DX85R-3 mini excavators — one with rubber tracks and the other with steel tracks — after visiting the proving grounds. I was very impressed with the speed and power of the machines."

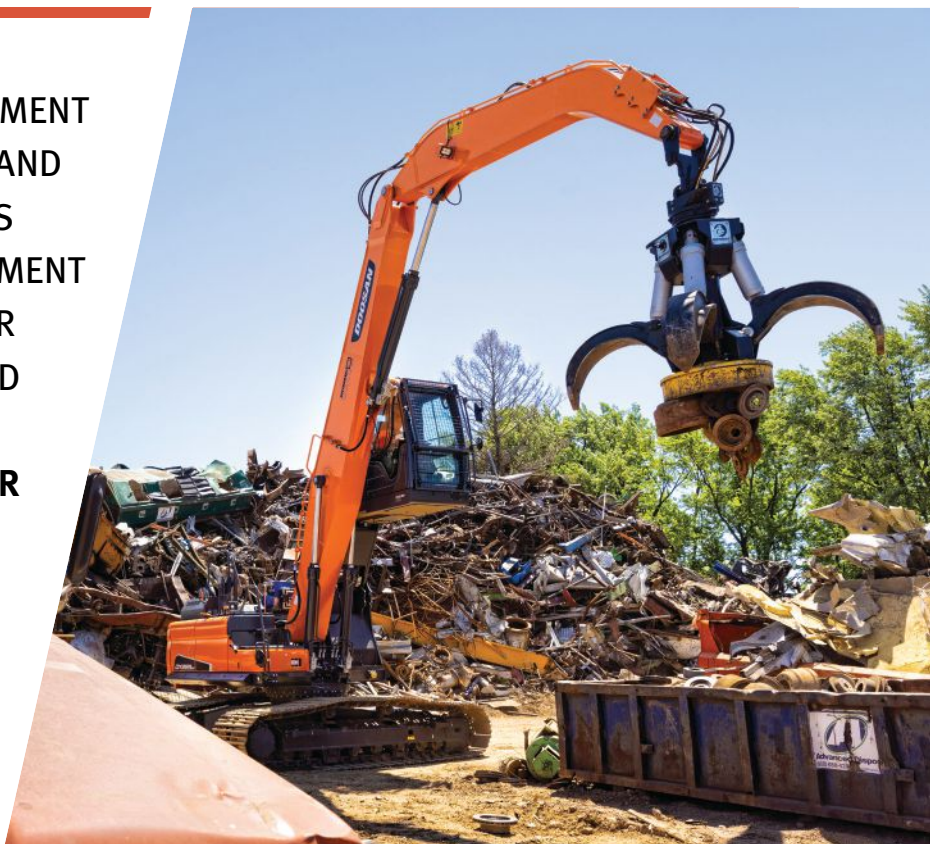
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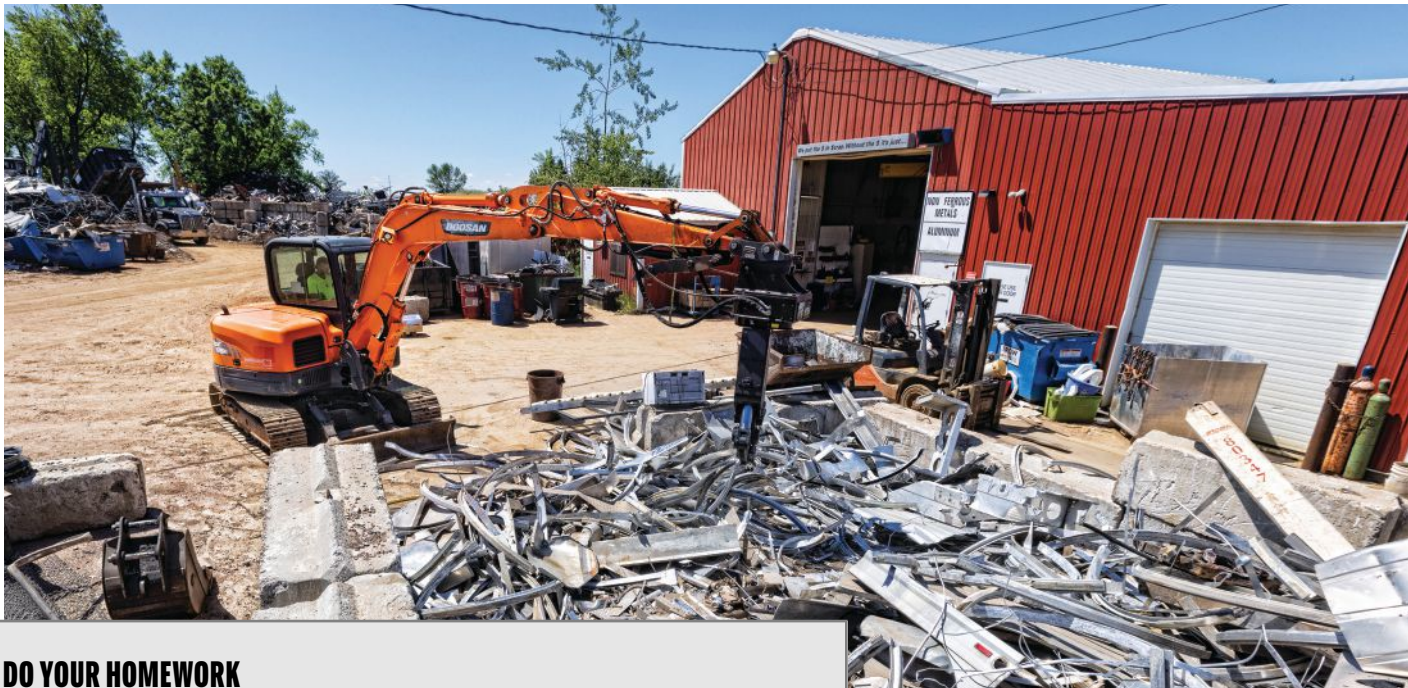
IF YOU CAN CO-OP YOUR EQUIPMENT WITH OTHER SMALLER YARDS, AND YOU'RE MOVING THE MACHINES AROUND, IT KEEPS THAT EQUIPMENT BUSY ALL THE TIME. IT'S EASIER TO AMORTIZE IT, PAY FOR IT AND EVERYTHING ELSE. WE STILL HAVE OUR MAIN YARD. BUT OUR BUSINESS MODEL HAS BEEN GEARED TOWARDS MOBILE SERVICES A LOT MORE IN THE LAST FIVE TO SEVEN YEARS.

— CHRIS BURT / Asylum Scrap Services

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## DO YOUR HOMEWORK

Before purchasing a piece of new equipment, the staff at Asylum Scrap Services always makes sure to have input from its crew to make sure they are happy with the machine. They also demo the machine as well as look for reviews, either online or in print. Researching the machine is key, says Chris Burt, along with reaching out to their dealership for advice.

The two 8.5-metric-ton mini excavators are ideal for smaller jobs, such as loading roll-off boxes. Chris says they've loaded gondola trailers with the mini excavators. A quick-tach mounting system makes it easy for the operators to switch tasks.

"We're able to switch over to a third-member shear for downsizing equipment and then go back to the bucket and thumb for loading," he says. "They're pretty versatile. That's why we went with the one with the steel tracks on it."

Chris says the company bought a DX180LC-5 excavator with a 335 Genesis shear because "it was fairly easy to move around" compared to a previous excavator and shear combination. Some larger pieces of equipment had even bigger shears mounted to them. That presented problems for Chris and the company's equipment operators.

"The larger pieces of equipment are hard to get in and out of small yards," he explains. "They're tall. You get some bridge problems. So moving them around is a lot more difficult than moving around the Doosan DX180LC-5 with a mobile shear on it. Any lowboy trailer and away you go."

After buying excavators, Asylum Scrap Services expanded its fleet by adding the Doosan material handler for its day-to-day operations.

"Our material handler allows us to sort material, stage material for shears and then sort and clean materials," Chris says. "The reach on the material handler works well for us because it allows us to sort the material and load the trucks without having to move. You're not doing multiple setups."

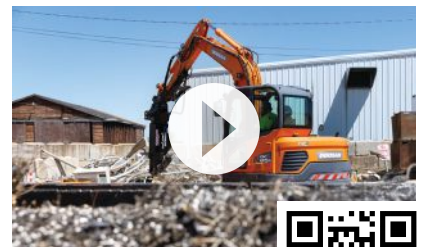
Having reliable, comfortable equipment not only helps companies like Asylum Scrap Services stay productive; it's a tool for recruiting and retaining operators.

"Having newer, better equipment has been a big deal for these guys," Chris says. "If they feel like their comfort and their productivity and their overall job satisfaction is important, well, you want to put them in a good piece of equipment. You want to make them feel that you appreciate everything they're doing. And you really do, because without them, everything grinds to a halt."

## DEPENDABLE SERVICE

When it comes to equipment service and maintenance, Asylum Scrap Services relies on its mechanics for routine maintenance, but also calls on Swiderski Equipment. The dealer is available to help resolve any problems, including using DoosanCONNECT® Telematics to remotely monitor the machines and diagnose an issue.

"Once we get out of the break-in period, we have our mechanics typically do the daily maintenance of the machines," Chris says. "We have a pretty robust preventive maintenance program. But the nice thing about our dealer is that if we ever run into a problem, they can jump on the phone with us and walk us through the issue. Our dealership really puts us first to help us stay efficient and keep us operating."

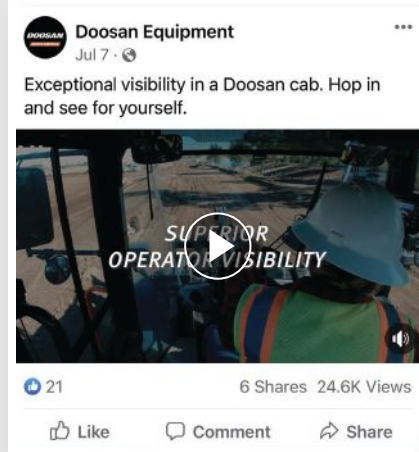
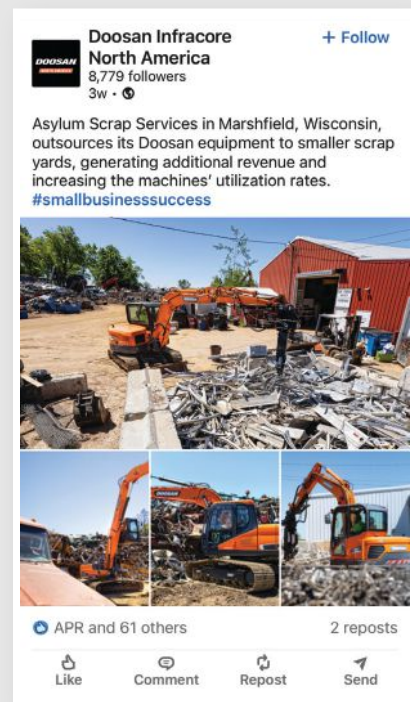


To learn more about Asylum Scrap Services and its Doosan equipment, visit

[na.DoosanEquipment.com/Asylum](http://na.DoosanEquipment.com/Asylum)

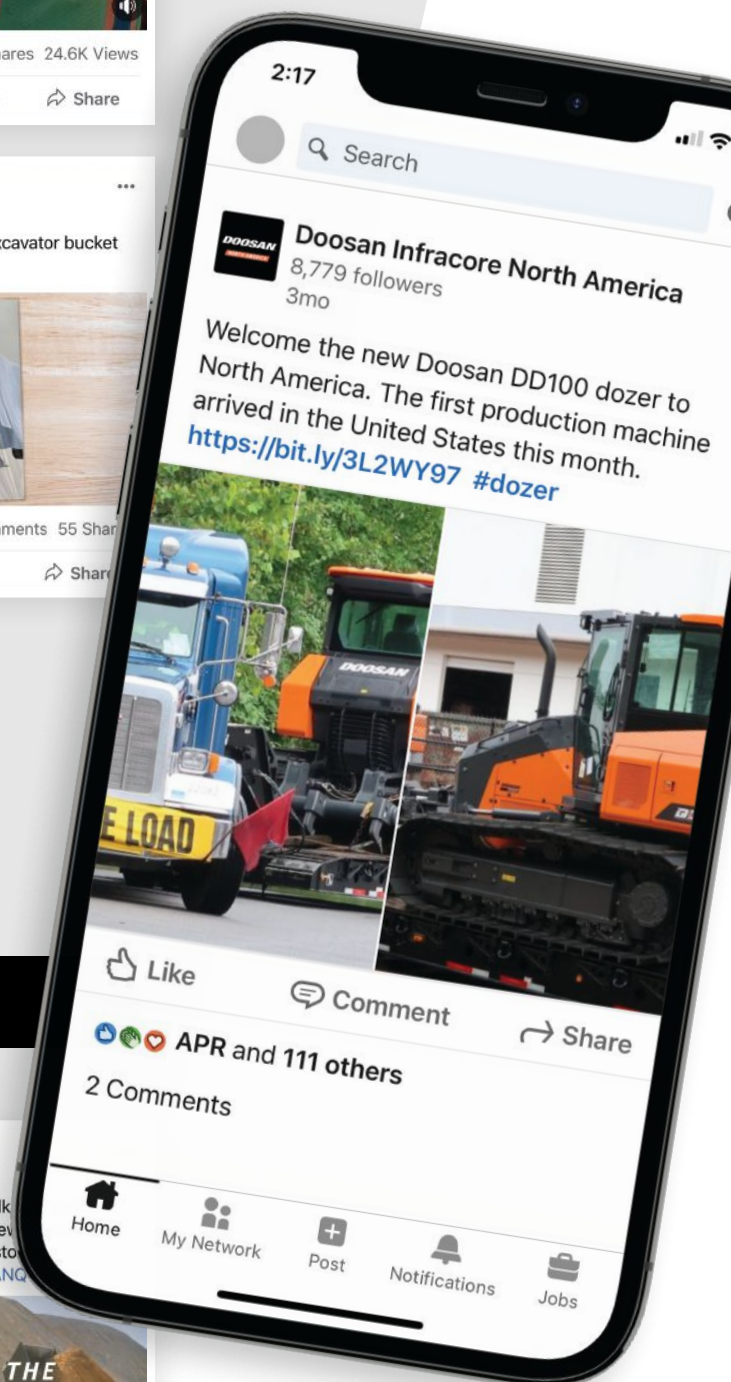
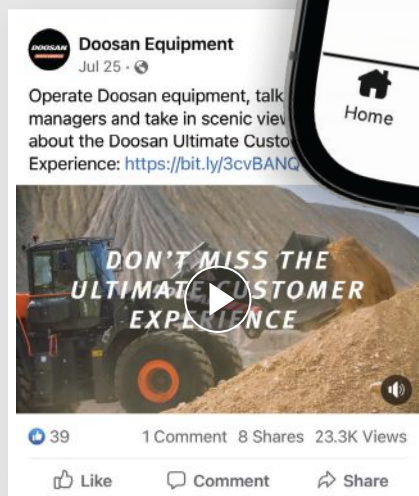






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# PRODUCT SPECIFICATIONS



## ARTICULATED DUMP TRUCKS

	PAYLOAD	BODY CAPACITY* HEAPED	RATED POWER GROSS
DA30-5	61,729 lb. (28,000 kg)	22.0 yd <sup>3</sup> (16.8 m <sup>3</sup> )	375 hp (276 kW)
DA45-5	90,390 lb. (41,000 kg)	31.9 yd <sup>3</sup> (24.4 m <sup>3</sup> )	500 hp (368 kW)

\* Without tailgate

## CRAWLER EXCAVATORS

	OPERATING WEIGHT	BUCKET CAPACITY HEAPED, ISO/SAE	RATED POWER GROSS
<b>NEW</b> DX140LC-7	32,340 lb. (14,700 kg)	0.51 yd <sup>3</sup> (0.39 m <sup>3</sup> )	115 hp (86 kW)
<b>NEW</b> DX140LCR-7	36,156 lb. (16,400 kg)	0.67 yd <sup>3</sup> (0.51 m <sup>3</sup> )	115 hp (86 kW)
DX170LC-5	38,376 lb. (17,407 kg)	0.86 yd <sup>3</sup> (0.66 m <sup>3</sup> )	131 hp (98 kW)
<b>NEW</b> DX200-7	51,147 lb. (23,200 kg)	1.20 yd <sup>3</sup> (0.92 m <sup>3</sup> )	138 hp (103 kW)
<b>NEW</b> DX225LC-7/7X	52,690 lb. (23,900 kg)	1.20 yd <sup>3</sup> (0.92 m <sup>3</sup> )	174 hp (129 kW)
<b>NEW</b> DX235LC-7	56,704 lb. (25,320 kg)	1.20 yd <sup>3</sup> (0.92 m <sup>3</sup> )	189 hp (141 kW)
<b>NEW</b> DX235LCR-7	56,681 lb. (25,710 kg)	1.44 yd <sup>3</sup> (1.10 m <sup>3</sup> )	189 hp (141 kW)
<b>NEW</b> DX255LC-7	57,761 lb. (26,200 kg)	1.44 yd <sup>3</sup> (1.10 m <sup>3</sup> )	189 hp (141 kW)
<b>NEW</b> DX300LC-7*	69,300 lb. (31,500 kg)	1.66 yd <sup>3</sup> (1.27 m <sup>3</sup> )	271 hp (202 kW)
<b>NEW</b> DX350LC-7	80,490 lb. (36,584 kg)	1.95 yd <sup>3</sup> (1.50 m <sup>3</sup> )	285 hp (210 kW)
<b>NEW</b> DX350LCR-7	79,807 lb. (36,200 kg)	1.95 yd <sup>3</sup> (1.50 m <sup>3</sup> )	271 hp (202 kW)
<b>NEW</b> DX420LC-7	95,260 lb. (43,300 kg)	2.51 yd <sup>3</sup> (1.92 m <sup>3</sup> )	344 hp (257 kW)
<b>NEW</b> DX490LC-7	112,215 lb. (51,100 kg)	3.14 yd <sup>3</sup> (2.4 m <sup>3</sup> )	394 hp (294 kW)
<b>NEW</b> DX530LC-7	115,081 lb. (52,310 kg)	3.81 yd <sup>3</sup> (2.91 m <sup>3</sup> )	394 hp (294 kW)
DX800LC-7	181,000 lb. (82,100 kg)	5.10 yd <sup>3</sup> (3.90 m <sup>3</sup> )	539 hp (402 kW)

LC = Long Carriage LCR = Long Carriage Reduced Tail Swing \* = Super-Long-Reach (SLR) option available



## WHEEL EXCAVATORS

	OPERATING WEIGHT	BUCKET CAPACITY HEAPED, ISO/SAE	RATED POWER GROSS
<b>NEW</b> DX140W-7	37,000 lb. (16,783 kg)	0.77 yd <sup>3</sup> (0.59 m <sup>3</sup> )	137 hp (102 kW)
<b>NEW</b> DX190W-7	46,187 lb. (20,950 kg)	1.05 yd <sup>3</sup> (0.80 m <sup>3</sup> )	174 hp (129 kW)
<b>NEW</b> DX210W-7	50,706 lb. (23,000 kg)	1.12 yd <sup>3</sup> (0.86 m <sup>3</sup> )	189 hp (141 kW)

## MINI EXCAVATORS

	OPERATING WEIGHT	BUCKET CAPACITY HEAPED, ISO/SAE	RATED POWER GROSS
DX27Z-7	6,155 lb. (2,792 kg)	0.08 yd <sup>3</sup> (0.06 m <sup>3</sup> )	25 hp (19 kW)
DX35Z-7	8,807 lb. (3,995 kg)	0.14 yd <sup>3</sup> (0.11 m <sup>3</sup> )	25 hp (19 kW)
DX42-5K	10,114 lb. (4,588 kg)	0.19 yd <sup>3</sup> (0.15 m <sup>3</sup> )	43 hp (31 kW)
DX50Z-7	11,971 lb. (5,430 kg)	0.21 yd <sup>3</sup> (0.16 m <sup>3</sup> )	49 hp (37 kW)
DX55R-7	12,655 lb. (5,740 kg)	0.21 yd <sup>3</sup> (0.16 m <sup>3</sup> )	49 hp (37 kW)
DX62R-3	13,799 lb. (6,259 kg)	0.23 yd <sup>3</sup> (0.17 m <sup>3</sup> )	59 hp (44 kW)
DX63-3	13,799 lb. (6,259 kg)	0.23 yd <sup>3</sup> (0.17 m <sup>3</sup> )	59 hp (44 kW)
DX85R-3	18,960 lb. (8,600 kg)	0.37 yd <sup>3</sup> (0.28 m <sup>3</sup> )	59 hp (44 kW)
<b>NEW</b> DX89R-7	21,025 lb. (9,537 kg)	0.37 yd <sup>3</sup> (0.28 m <sup>3</sup> )	65 hp (48 kW)







## WHEEL LOADERS

	BUCKET CAPACITY HEAPED, ISO/SAE	TIPPING LOAD, STATIC FULL TURN	RATED POWER GROSS
DL200-7*	2.6 yd <sup>3</sup> (2.0 m <sup>3</sup> )	19,705 lb. (8,938 kg)	142 hp (106 kW)
<b>NEW</b> DL200TC-7	2.6 yd <sup>3</sup> (2.0 m <sup>3</sup> )	17,813 lb. (8,080 kg)	142 hp (106 kW)
DL220-7*	3.0 yd <sup>3</sup> (2.3 m <sup>3</sup> )	20,461 lb. (9,281 kg)	160 hp (119 kW)
<b>NEW</b> DL250TC-7	3.1 yd <sup>3</sup> (2.5 m <sup>3</sup> )	17,915 lb. (8,126 kg)	172 hp (128 kW)
DL250-7*	3.3 yd <sup>3</sup> (2.5 m <sup>3</sup> )	21,134 lb. (9,586 kg)	172 hp (128 kW)
DL280-7*	3.7 yd <sup>3</sup> (2.8 m <sup>3</sup> )	27,064 lb. (12,276 kg)	189 hp (141 kW)
DL320-7*	4.2 yd <sup>3</sup> (3.2 m <sup>3</sup> )	34,496 lb. (15,647 kg)	271 hp (202 kW)
DL380-7*	4.8 yd <sup>3</sup> (3.7 m <sup>3</sup> )	36,198 lb. (16,419 kg)	271 hp (202 kW)
DL420-7*	5.5 yd <sup>3</sup> (4.2 m <sup>3</sup> )	42,719 lb. (19,377 kg)	345 hp (257 kW)
DL480-7*	6.3 yd <sup>3</sup> (4.8 m <sup>3</sup> )	45,323 lb. (20,558 kg)	345 hp (257 kW)
DL550-7*	6.8 yd <sup>3</sup> (5.2 m <sup>3</sup> )	53,273 lb. (24,164 kg)	380 hp (283 kW)
DL580-7	8.4 yd <sup>3</sup> (6.4 m <sup>3</sup> )	60,550 lb. (27,465 kg)	394 hp (294 kW)

TC = Tool Carrier \* = High-Lift (HL) option available

## LOG LOADERS

	OPERATING WEIGHT	SWING TORQUE	RATED POWER GROSS
DX225LL-5	68,784 lb. (31,200 kg)	69,623 lbf.-ft. (9,626 kgf-m)	167 hp (124 kW)
DX300LL-5	81,703 lb. (37,060 kg)	87,787 lbf.-ft. (12,137 kgf-m)	271 hp (202 kW)
DX380LL-5	113,538 lb. (51,500 kg)	129,876 lbf.-ft. (17,956 kgf-m)	317 hp (237 kW)

	OPERATING WEIGHT	BUCKET CAPACITY HEAPED, ISO/SAE	RATED POWER GROSS
DX225LL-5*	63,714 lb. (28,900 kg)	1.2 yd <sup>3</sup> (0.92 m <sup>3</sup> )	166 hp (124 kW)
DX300LL-5*	82,012 lb. (37,200 kg)	2.1 yd <sup>3</sup> (1.60 m <sup>3</sup> )	271 hp (202 kW)
DX380LL-5*	108,699 lb. (49,300 kg)	2.4 yd <sup>3</sup> (1.80 m <sup>3</sup> )	318 hp (237 kW)

LL = Log Loader \* = Road Builder configuration

## MATERIAL HANDLERS

	OPERATING WEIGHT	MAX. REACH GROUND	RATED POWER GROSS
DX225MH-5	60,848 lb. (27,600 kg)	35 ft. 5 in. (10,800 mm)	166 hp (124 kW)
DX250WMH-5	57,221 lb. (25,955 kg)	35 ft. 2 in. (10,720 mm)	189 hp (141 kW)
DX300MH-5	79,366 lb. (36,000 kg)	42 ft. 7 in. (13,000 mm)	271 hp (202 kW)

MH = Material Handler WMH = Wheel Material Handler

## DOZERS

	OPERATING WEIGHT	BLADE CAPACITY	RATED POWER GROSS
<b>NEW</b> DD100	25,309 lb. (11,480 kg)	3 yd <sup>3</sup> (2.3 m <sup>3</sup> )	122 hp (91 kW)

NOTE — Where applicable, dimensions are in accordance with Society of Automotive Engineers (SAE) and ISO standards. Specifications and design are subject to change without notice. Pictures of Doosan® equipment may show other than standard equipment. All dimensions are shown in inches. Respective metric dimensions are enclosed by parentheses. Doosan Infracore North America equipment is manufactured with a Quality Management System that is in compliance with ISO 9001:2008. All dimensions are given for the standard configuration unless otherwise noted.





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